

Message Text

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AMEMBASSY STOCKHOLM

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E.O. 11652: N/A
TAGS: BTRA, EEWT, UR
SUBJECT: TRAVEL OF INTERNATIONAL TECHNICAL PRODUCTS, INC.
REP TO MOSCOW

REF: STOCKHOLM 4753

1. DAVID SHORTT FORMERLY OF HEWLETT-PACKARD (VIENNA) AND NOW CONTACT REP FOR, AMONG OTHERS, INTERNATIONAL TECHNICAL PRODUCTS, INC. (ADDRESS: 1628 "K" STREET, WASH., D.C. TEL: 223-5520; JOSEPH JERVIS, PRESIDENT) ARRIVED IN MOSCOW AUGUST 31 FOR MEETINGS WITH MINISTRIES OF AVIATION INDUSTRY AND COMMUNICATIONS EQUIPMENT INDUSTRY AND SCST REGARDING AIR TRAFFIC CONTROL PROJECT FOR MOSCOW, LENINGRAD AND MINERALNIYYE VODY. SHORTT WAS TO HAVE MET ITP REP METZGER ON ARRIVAL IN MOSCOW FOR TALKS WITH SOVIETS, BUT FOR UNEXPLAINED REASONS METZGER HAS THUS FAR FAILED TO SHOW. SHORTT HAS SENT SEVERAL TELEXES TO ITP THROUGH USCO SEEKING TO KNOW METZGER'S WHEREABOUTS, BUT NONE HAVE BEEN ANSWERED.

2. REQUEST BEWT/TDAD INQUIRE DISCREETLY AT ITP OFFICE IN WASHINGTON AND DETERMINE, IF POSSIBLE, WHAT METZGER'S PRESENT PLANS ARE. SHORTT TOLD COMMATT WITHOUT ELEABORATION THAT HE UNDERSTOOD STANSAAB WAS HAVING PRODUCTION AND CAPACITY DIFFICULTIES, APART FROM ITS LICENSING PROBLEMS WITH U.S., IN MEETING ITS PRESENT COMMITMENTS TO SOVIETS UNDER THEIR CONTROL. SHORTT IS CONVINCED THAT ITP WOULD NOW STAND VERY GOOD CHANCE TO MOVE IN ON
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STANSAAB AND OBTAIN SIGNIFICANT PORTION OF THE ATC PROJECT CONTRACT

IF THEY WILL MEET COMMITMENT TO SOVIETS BY SENDING METZGER TO MOSCOW WITHOUT DELAY. SHORTT ESTIMATES TOTAL VALUE OF POTENTIAL CONTRACT AWARD AT AROUND \$130 MILLION.

3. FYI, WE UNDERSTAND FROM SHORTT THAT ONE POSSIBLE REASON FOR ITP'S SUDDEN SILENCE IS A CASH FLOW PROBLEM CAUSED BY NON-PAYMENT BY SEVERAL FOREIGN CUSTOMERS FOR ON-GOING WORK PRINCIPALLY IN IRAN AND THE PHILIPPINES. IF TDAD WERE ABLE TO DETERMINE THAT THIS PROBLEM WAS IN FACT PREVENTING ITP FROM GOING FORWARD IN THEIR TALKS WITH THE SOVIETS -- WHICH INCIDENTALLY SHORTT HAS BEEN CARRYING ON ON THEIR BEHALF FOR MORE THAN A YEAR -- AND THAT THESE PROBLEMS WILL NOT SOON BE RESOLVED, SHORTT WOULD APPRECIATE KNOWING THIS AS WELL. SHORTT TOLD COMATT THAT IF ITP DOES NOT COME THROUGH FOR HIM VERY SOON, HE WILL DROP THEM AND TAKE ON THE REPRESENTATION OF CANADIAN AVIATION ELECTRONICS (CAE) WHICH FIRM HE SAYS WILL BE ABLE TO MEET SOVIET NEEDS.

4. WE WOULD BE GRATEFUL FOR EARLY REPLY, SINCE SHORTT WILL BE LEAVING MOSCOW IN FIVE DAYS.
STOESSEL

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